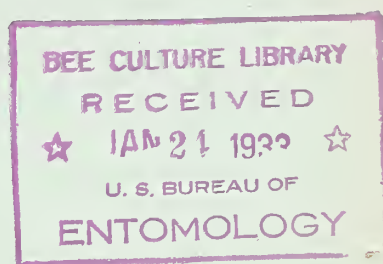


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Extension Service Review



VOL. 4, No. 1

JANUARY, 1933



COUNTY AGENT AND FARMER TALK OVER THE SITUATION

ZENO MOORE, 23 YEARS COUNTY AGENT IN EDGECOMBE COUNTY, N. C., VISITS A DEMONSTRATOR. (SEE PAGE 6)

ISSUED BIMONTHLY BY THE EXTENSION SERVICE
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C.

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In This Issue

FACED WITH reduced consumption of farm products on the one hand and with the necessity of meeting fixed charges on the other, what is the future to do? T. R. Bryant, Kentucky's assistant director, finds the answer in the live-at-home program. Diversified production, reduction of production costs, home provisioning—these are some of the things that the farmer should consider. "The farm home," Director Bryant reminds us, "is an ever-present and profitable market to the extent of its needs for food products."

HOW ADJUST the extension program to meet the immediate situation and, particularly, the economic situation in the farm home? Marion Butters, assistant director in charge of home demonstration work in New Jersey, outlines how the home demonstration forces in her State are meeting this problem. "Adjustment," she contends, "in the final analysis becomes a question of relative values. The maintenance of family health and morale would seem to be underlying objectives of extension activity in relation to the home to-day."

IN THE general difficulties attendant on solving the problems of the farmer there is real encouragement in Phil Campbell's plain unvarnished account of how Georgia's farmers, working with their bankers and the Extension Service, are attempting to find a way for themselves out of the economic tangle. As Director Campbell says, "It's a simple program. On the land under production, put one-third in cotton, one-third in live-at-home crops, and one-third in crops for use in the production of livestock or for a cash market."

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THE POPULATION of all of Ohio's 88 counties freed from the health menace of bovine tuberculosis. In a simple matter-of-fact account Dr. A. J. De Fosset, of the Federal Bureau of Animal Industry, tells how through painstaking and persistent effort this truly great accomplishment was brought about. Doctor De Fosset credits Ohio's extension agents with no small share in obtaining only through their cooperation and educational effort the final result.

On The Calendar

Annual Extension Conference, Tucson, Ariz., January 2-6.
 Annual Extension Conference, Berkeley, Calif., January 3-7.
 Annual Extension Conference, Laramie, Wyo., January 9-13.
 District Agricultural Workers Association, Dallas, Tex., January 9-10.
 Annual Extension Conference, Fort Collins, Colo., January 9-14.
 Farm and Home Week, Urbana, Ill., January 16-20.
 Annual Extension Conference, Urbana, Ill., January 16-20.
 Annual Extension Conference, Newark, Del., January 19-21.
 Annual Extension Conference, Reno, Nev., January 18-21.
 Farm and Home Week, St. Paul, Minn., January 23-28.
 Farm and Home Week, Athens, Ga., last week in January.
 Annual Extension Conference, Orono, Me., January 31-February 3.
 Farm and Home Week, Columbus, Ohio, January 30-February 3.
 Farm and Home Week, Madison, Wis., January 30-February 3.
 Farm and Home Week, East Lansing, Mich., January 30-February 3.
 Farm and Home Convention, Lexington, Ky., last of January.
 Farm and Home Week, Morgantown, W. Va., early in February.
 Annual Extension Conference, four district conferences, early in February, Fayetteville, Ark.
 Farm and Home Week, Manhattan, Kans., February 7-10.
 Farm and Home Week, Ithaca, N. Y., February 13-18.
 Southern Agricultural Workers Meeting, New Orleans, La., first week in February.

RAPPAHANNOCK COUNTY, Va., supplied the scene last year for an interesting effort to organize a new county for home demonstration work. In this effort Mathilda Garner, as agent, showed the ability required of extension workers to meet the local selection as it exists and to adopt one's plan of attack to changing conditions.

THE EXTENSION SERVICE REVIEW is issued bimonthly by the EXTENSION SERVICE of the United States Department of Agriculture, Washington, D. C. The matter contained in the REVIEW is published by direction of the Secretary of Agriculture as administrative information required for the proper transaction of the public business. The REVIEW seeks to supply to workers and cooperators of the Department of Agriculture engaged in extension activities, information of especial help to them in the performance of their duties, and it is issued to them free by law. Others may obtain copies of the REVIEW from the Superintendent of Documents, Government Printing Office, Washington, D. C., by subscription at the rate of 25 cents a year, domestic, and 45 cents, foreign. Postage stamps will not be accepted in payment.

C. W. WARBURTON, *Director*

C. B. SMITH, *Assistant Director*

REUBEN BRIGHAM, *Editor*

Extension Service Review

VOL. 4

WASHINGTON, D. C., JANUARY, 1933

NO. 1

Our Program for 1933

C. W. Warburton

Director of Extension Work, U. S. Department of Agriculture

MORE buying power for the farm family, as I see it, is our present fundamental objective in extension work. Whatever we do in 1933, I believe, should be done with this objective as the underlying motive. This means that we must seek with all diligence to increase the net income of the farm and to aid the farm family in effecting economies in providing living necessities. Out of such effort, only, can we hope to aid the farm family to increase its buying power and to maintain an adequate standard of living under existing conditions. Such increased buying power for the farm family, to my mind, is the surest guaranty of the return of business activity and prosperity to the community. On the other hand, the maintenance of an adequate standard of living means satisfaction and pride in farm life on the part of every member of the farm family. Here, in brief, is the program for the Extension Service for 1933 as I see it.

Now, knowing our objective, how can we best attain it? I do not advocate any radical or revolutionary change of program or methods as we go into this new year. Rather I hope to see the continuance of substantial progress in making adjustments and obtaining practical results under existing conditions as is pictured in other contributions to this issue of the Review by Phil Campbell, of Georgia, T. R. Bryant, of Kentucky, and Marion Butters, of New Jersey.

It is urgent that the economic situation in every county be understood so that the county extension agent and the farmers and farm women of the county may know as definitely as possible which farm enterprises to expand and which agricultural industries to develop. There is hardly any problem so important under existing conditions as this matter of

determining just which farm enterprises and industries to promote. Whatever appraisal of the situation is made will influence the agricultural development of the county, not only for the coming year but for many years to come. It is highly important, therefore, that there be no misunderstanding or lack of knowledge of the factors entering into the situation.

It is necessary that the farm be organized and operated to produce with the smallest expenditure of money, time, and

ardizing commodities, and in reducing losses in marketing channels, warehousing, and storage. In this issue of the Review there is an account of a striking example of how information supplied through county extension agents induced growers of early potatoes along the Atlantic seaboard to hold their plantings within a definite acreage and enabled them to move their crop to market in an orderly and profitable fashion.

Supplemental sources of income must be developed wherever possible. The sale of surplus products of the garden, poultry flock, and home dairy can contribute in no small degree to the cash income of many farm homes. Information enabling men and women on the farm to employ themselves in home industries and crafts will be in demand. Every encouragement should be given to boys' and girls' 4-H club members to increase their

The Extension Outlook in Arkansas

FIFTY-ONE quorum courts of Arkansas, the county appropriating bodies, have met and voted appropriations for continuation of extension agents' work in their counties in 1933. Six counties adjourned to later dates and two have not yet reported.

There are 93 county agents employed in these counties, including 10 negro agents. Of these 93 agents, 62 served their counties through the 1930 drought and 19 were also in their counties during the Mississippi flood and the two subsequent floods in Arkansas in 1927.

effort per unit. To accomplish this result it will be essential that we continue to supply farmers with the latest and most helpful information on the use of efficient methods in growing crops and livestock and in preventing loss from waste, diseases, and pests, and the use of improved seeds and the best cultural methods. There must be many adjustments made to allow the most economical use of farm labor, power, and machinery. We should continue to stress soil conservation and improvement. Existing buildings and equipment should be maintained in good condition and repair. The improvement of water supplies, sewage disposal, and lighting and heating systems should go forward.

After the farmer has reduced to the lowest possible point his production costs he wants to sell his products to the best advantage. We can do much to help farmers in improving such marketing processes as packing, grading, and stand-

efforts. Under present conditions a fat baby beef, one or two hogs, the produce, of a garden, home-canned fruits and vegetables, clothing, and furnishings remodeled or manufactured from inexpensive materials may well be significant items in maintaining the family standard of living.

One of the most serious problems is to find ways to enable the farmer to keep up what he knows to be good farming, in the face of lower prices for his products. Consequently, it is necessary that we impress upon farmers the importance of making annual farm inventories, filing credit statements at banks and endeavoring to make the most efficient use of sound bank credit. In every possible way expenditures should be reduced. The planned production and conservation of home-grown foods to meet adequately the current requirements of each farm family should be stimulated further. Practical suggestions as to clothing the

farm family more economically, the saving of time and energy in doing the work of the household, and the judicious use of funds available will still be very much in order. 4-H club girls should be encouraged to outdo, if possible, the enviable contribution which they made to economical and satisfying living in 1931 and 1932.

Attractive surroundings, good health, wholesome recreation, and social contacts with neighbors will continue to mean much to farm families as a source of relief from pressing problems and difficulties. Particularly should we seek to lessen the menace to the health of the farm family of illness resulting from lack of adequate nourishment and clothing. There is no more important extension activity at the present time than supplying farm families with practical recommendations for menus that will provide an adequate and properly balanced diet from the products of the farm or from foods purchased at the lowest possible cost.

The strength of the Extension Service has lain in the number of farmers and farm women throughout the country who have made the extension program their own and who are giving voluntarily of their time and effort to the carrying out of this program in their communities. Close to 300,000 men and women are serving each year as voluntary local leaders in adult extension work among their neighbors. Another 100,000 are giving a like service among the boys and girls in the 4-H clubs. As a part of the program over a million demonstrations are being carried on by men and women interested in improving their methods of production, management, marketing, and home making. Over 900,000 boys and girls enrolled in 4-H club work are availing themselves of the opportunities for self-expression and self-development that membership in 4-H club work affords them. I take it there is no time that we spend to better advantage than that devoted to enlisting such participation in the extension program.

To-day we face new problems. The restoration of sound financial conditions, tax adjustments, and controlled production are some of these. The need for reliable facts in dealing with these problems is great. The State agricultural colleges and the department are making every effort to develop such facts. It will be my purpose to see to it that in so far as the department is concerned the facts available are supplied promptly to every extension worker. We want every man and woman of the Extension Service to be equipped to give the fullest possible aid in these new fields.



J. E. Carrigan



C. A. Montgomery

J. E. CARRIGAN, acting director of extension work in Vermont since the death of Director Thomas Bradley, has been appointed director in that State. Director Carrigan has been with the extension service since 1914, serving as agent in Addison County and as assistant county agent leader until the death of Director Bradley. He was born on a Vermont farm, and is a graduate of the University of Vermont.

C. A. Montgomery has been appointed assistant director in Virginia to succeed William Poindexter Moore who died in January, 1932. Mr. Montgomery is a native of Virginia. He received an A. B. degree from Lynchburg College and B. S. and M. S. degrees from the Virginia Polytechnic Institute. He has served as county agent and State boys' club agent in Virginia, and will continue the latter position for the present.

THREE 4-H club members of Moffat County, Colo., have succeeded in maturing their crops of registered Colorado 13 corn, in spite of heavy early frosts, at an elevation of 7,000 feet above sea level, reports T. J. Snyder, county agricultural extension agent, who assisted them in field selection of seed for next year. "We are assured of a good seed supply for another year," he says. Such seed may prove to be very valuable in this section of the State in a few years. The seed corn used by the club members was produced by W. E. Doner, of Colorado Springs.

I have stated that on the buying power of the farm family depends in no small degree the return of business activity and more prosperous times. More people need to realize this fact. It should be understood, too, that in aiding the farm family to enlarge its buying power the county extension agent is rendering invaluable service to all the people of the county in which he serves. In view of the public character of his service, the people of his county are entitled to a frequent accounting of the activities of the

agent and of the progress he is making. So, as we go into new fields of activity, it becomes even more important that the public understand why certain policies are adopted and certain things are done. To this end I trust that every extension agent during the coming year will make the fullest possible use of the opportunities offered by local newspapers, the radio, and meetings of business men and civic groups to present the farming situation in his county and to enlist public support for the program adopted. I confidently hope that in this and all other things during the coming year, we of the Extension Service will go forward shoulder to shoulder toward the accomplishment of a program which will reestablish farm buying power the country over and will guarantee a satisfying standard of living to every industrious farm family.

OF THE 460 4-H club leaders in the State of Vermont, 93 are former club members. Rutland County heads the list with 18 who have graduated from club ranks into positions of leadership. Bennington County is second with 14, and Caledonia County third with 11.

Georgia's Banker-Farmer Program

J. PHIL CAMPBELL

Director, Georgia Extension Service

THE COOPERATIVE work with the bankers of Georgia in a directed agricultural credit movement is proving of great value to both the bankers and to the extension service. The plan, as it is now being used, was adopted by the Georgia State Bankers Association in 1930 and has worked so well that it has also been utilized in distributing seed loans during 1930 and 1931.

The plan had its beginning more than 10 years ago when several Georgia bankers of vision started demonstrations of their own in the building of diversified farm programs through directed credit. Of these early experiments, one was conducted by John Graham, president of the National City Bank of Rome, Ga., among Floyd County farmers with the following results at the end of the 10-year period.

Loans for production of crops:	
Total amount of crop production loans-----	\$249,984.41
Amount of loans carried over-----	\$1,560.08
Amount of loans charged off as loss-----	\$122.42
Percentage of loans carried over-----	.0062
Percentage of loans charged off-----	.0005
Farmers' savings accounts:	
Number of accounts-----	178
Amount of accounts-----	\$177,752.52

Of these 178 farmers, we do not find one who does not raise food and feed stuffs for his own farm.

Another banker, W. C. Vereen, of the Moultrie Banking Co., pursued about the same plan among the farmers of Colquitt County, giving credit to those farmers who promised to pursue the program of balanced agriculture. After 10 years, Mr. Vereen says, "Diversification has reached such a point in this county that the failure of no one or two crops can bring depression, and the county seat provides a cash market every day in the year for every product of the farm."

Agricultural Credit

During the same years another banker of a small town, Walter Harrison, of Lavonia, Ga., in a county of 3,000 farmers with no industrial or commercial interests of note, was making an enviable record in directing agricultural credit in his county. An indication of his success is the fact that he collected 95 per cent of loans to 200 farmers in 1930. This was accomplished through a credit

policy which permitted no farmer to borrow money for the purchase of food for the family or feed for the livestock. The landowner and 39 tenants on one farm paid off a mortgage debt of \$40,000, made the farm self-sustaining, changed from an "all-cotton" system to cotton as a surplus money crop only, and to-day neither landlord nor tenants are in debt.

When these three bankers joined forces and called on the Extension Service to help put over the program which had been adopted by the Georgia State Bankers Association in 1930 in regard to directed agricultural credit, we divided the State into four districts with one member of the agricultural committee in charge of each district. Each district was divided into four sections of 10 counties each, grouping the counties according to the agricultural conditions, needs, and programs of the section, with a section chairman in charge of each. This chairman, the county agents, bankers, and editors were organized into groups for building and distributing the program. The agreement reached in each section was a general outline of a development program for the section which could be adapted to the conditions in each county. The county agents and county bankers outlined a farm program for the county, similar to the following for Candler County, which is applicable to that section of the State but not to the entire State.

Program for 2-horse farm (60 acres in cultivation)

Garden, 1 acre.	for home consumption and pigs, 1 acre.
Sweetpotatoes	
Sugarcane for sirup, sorghum, or millet for milk cows, 1 acre.	
Interplanted with peanuts, soybeans or velvet beans.	
Home supplies (3 acres)-----	Followed by hay crop.
Corn (25 acres)-----	
Oats (10 acres)-----	
Tobacco* (5 acres).	
Cotton (10 acres).	
Special crops* (7 acres)-----	Watermelons, sweetpotatoes, truck crops, acreage to be determined in lieu of cotton or tobacco or both, or together with these crops.
Permanent pasture (10 acres)-----	Carpet grass and lespedeza. 2 milk cows, 1 or more brood sows, 50 hens.
A home orchard should be maintained on every farm.	

* In the program for the main cotton belt where tobacco and special crops are eliminated, 20 acres of cotton is grown.

After the county agent and the county agricultural board, which the bankers are helping to develop, had adapted a suggested program, on a 1-horse or 2-horse unit basis for each farm, farmers were called into mass meeting to discuss the suggested program, make revisions, and adopt the same. After the adoption of the program, by a mass meeting of the farmers in the county, the bankers then printed and distributed copies of the program and announced to the farmers that they would lend money on that basis only. Any exception to that program would have to be approved by the county agent—the farmer to show that the condition of his soil, the method of farming, specialized crops, and the like, made it necessary for him to vary from the program set up for the county as a whole.

Programs Adopted

In 117 of the 160 counties in the State these programs were adopted. No other campaigns were made for reducing cotton or the readjustment of acreage of other crops. The farmers themselves had a part in working out the program and have adopted the same. The results of this movement, according to the figures of the Division of Crop and Livestock Estimates, are as follows:

	1930	1931	1932
Total acres in all crops-----	9,453,000	9,558,000	9,477,000
Acres in cotton-----	3,863,000	3,431,000	2,874,000
Percentage of acreage in cotton-----	40.8	35.9	30.3
Acres in other cash crops-----	886,000	756,000	907,000
Percentage of acreage in other cash crops-----	9.4	7.9	9.6
Acres in feed and supply crops-----	4,704,000	5,371,000	5,696,000
Percentage of acreage in feed and supply crops-----	49.8	56.2	60.1

It was not altogether the force exercised in directed credit that brought results but also the cooperative nature of the work. Bankers, farmers, editors, county agents, vocational teachers, and business interests throughout the State got together on a program, which is briefly as follows: One-third of the acreage in cotton, one-third devoted to live-at-home crops, and one-third to other crops for the production of livestock or for a cash market. It's a simple program. In some localities the last third for cash crops or feed for livestock is simple. In other localities composed of practically all cotton farmers the adjustment is most difficult. The State as a whole

in 1931 readjusted the crop acreage to not over one-third of the total in cotton. In fact the Division of Crop and Livestock Estimates gives us less than one-third of our cultivated land in cotton last year. The slogan adopted everywhere is, "Food for the family, feed for the livestock, and food for the soil," as soil building is considered a part of the live-at-home program.

When the bankers of Georgia began to advise farmers of Georgia to "live at home," cotton was selling for 16 cents per pound. To-day it is 6 cents per pound. Nobody knew then that cotton would break down. Certainly the Georgia bankers did not know it, but to-day's results of their movement and the farmers' response can make one declare that a miracle has been performed.

main features due to financial conditions prevailing. The presentation of this work considerably strengthened the project demonstrator system because it was meeting the needs of the women. Emphasis was placed upon the remodeling and methods of renovation. The making of scarfs from both old and new materials was emphasized and provided a means for the women to make some money. One club member made and sold 103 scarfs with a profit of \$76.50.

Project Demonstrators are Helpful

Meeting once every four weeks with 24 organized home demonstration clubs in the county was consuming just about all of the agent's available time. If the work developed something had to be done about it. This is what she did and how she did it as told by the agent herself, Helen Pearson, home demonstration agent, Frederick County, Md.

FOR SEVERAL years after home demonstration work was started in Frederick County, Md., it was the plan for the home demonstration agent to meet with each of the organized clubs once every four weeks. As the number of clubs increased, the time available for reaching and developing more communities, and for other work in the home demonstration agent's field, grew less and less. The schedule became very crowded, and many clubs were required to hold their meetings at night. In 1929 there were 24 organized groups in the county with which the agent met every four weeks. It was evident that development of the work demanded a change in policy.

In 1930 a decided change was made in presentation of the work. Clubs continued to hold their meetings at intervals of four weeks, but the home demonstration agent met each club only once every eight weeks. Club meetings held between visits of the agent were in charge of project demonstrators especially trained for the task.

Refinishing Furniture

In the three years that this plan of training project demonstrators has been used three different projects have been given. The first demonstrations were made as simple as possible and were planned to involve a good deal of action, so that the women would not be reluctant to serve as demonstrators. Refinishing furniture was the basis of the first project undertaken, and it was easily worked into the new plan. Six training centers were selected, and two demonstrators from each club attended a training school. Copies of the outline or work sheet were given out when the demonstrations were given by the agent to help the women in giving the demonstration to her own club. Each of these

lessons was a definite step in carrying out the project adopted in the county. Considerable aid in launching the new system was derived from demonstrations at fairs, which were started at the same time. As these demonstrations were given by members of each club and were presented in the clubs before the fair, they were a means of getting people familiar with demonstrations presented by their own club members.

Food Project

A firmer foothold for the new plan was secured in the food project which followed. This also involved considerable action. It was a baking project requiring the use of a pattern recipe for various kinds of baked products with the aim of securing better finished products, lessening the time and work employed, encouraging the use of better equipment, accurate measurements, correct oven temperatures, and methods of combining ingredients.

About this time the severe drought came and the project demonstrators proved their value in the emergency food program. They helped their club members and neighbors to obtain sufficient quantities of fruits and vegetables for use during the coming winter and showed how the monotony of using some of them over and over could be lessened or avoided by different methods of preparation.

At the close of this project it was noted that the demonstrators had developed much more confidence. They were surer of themselves and it was not difficult to find women who would serve as demonstrators. Better reports of project work resulted because the demonstrators procured the reports.

A year's clothing project followed, with construction and renovation the

During the same year the value of project demonstrators in reaching a larger number of individuals was shown clearly in a children's clothing project. Five centers were selected and names of interested mothers in the communities which were accessible to the various centers were obtained. These mothers served as project demonstrators and each was supposed to pass the information on to five other mothers. Sixty-four mothers attended the training schools and gave the suggestions to 178 other mothers, making a total of 242 women reached through five meetings. As a result of these demonstrations, 1,184 garments were made for 412 children, improved practices being used.

The greatest problem in launching the project demonstrator system was to change the attitude of the people from direct contact with the home demonstration agent and convert them to the fact that club members would accept the subject matter brought back by their own members. The value of the system is apparent in a number of respects. Home demonstration club work has been strengthened because more individuals have taken an active part. Trained leaders are developed, and are being augmented constantly, so that in the future it will be easier for the home demonstration agent to meet emergencies, which are certain to arise, by using women who have had some training. Interest in the work is keener when the individuals involved have active parts in carrying it on. The limit formerly placed upon the number of clubs a home demonstration agent could develop and serve has been removed. Together with getting the new system launched and in smooth working order, it has been possible to organize two new home makers' clubs, and more time has been available for other service in the home demonstration field.

SALES of the Pitt County curb market at Greenville, N. C., now total \$6,068.79 for the year, which is about \$1,000 above sales for last year, even though price levels for all farm produce have been lower.

The Live-at-Home Program in Kentucky

T. R. BRYANT

Assistant Director, Kentucky Extension Service

A FEW YEARS ago our cities were bursting with people. Residential space was filled to capacity, and a person having a desirable house

problem is not to be found by increasing quantity. There are fixed charges that the individual can reduce but slightly. These are such as taxes, insurance debts,

and to home provisioning. In times of prosperity it is sometimes difficult to convince large numbers of farm families of the importance of these matters and to get them to act accordingly; but under present conditions their importance is more obvious, and it seems wise that the extension service should increase its emphasis upon such points and put the resources at the command of the extension service behind such a program.

Among the recommendations included in the Kentucky programs are the following:

1. Till only the best land where the opportunity for low production costs is greatest. Devote poorer lands to pasturage, improving such pastures by sowing mixtures including lespedeza. Devote submarginal lands to forestry.

2. Provide an adequate garden, sufficient to provide the family with a year-round supply of staple vegetables of considerable variety.

3. Provide ample supplies of small fruits and orchard products.

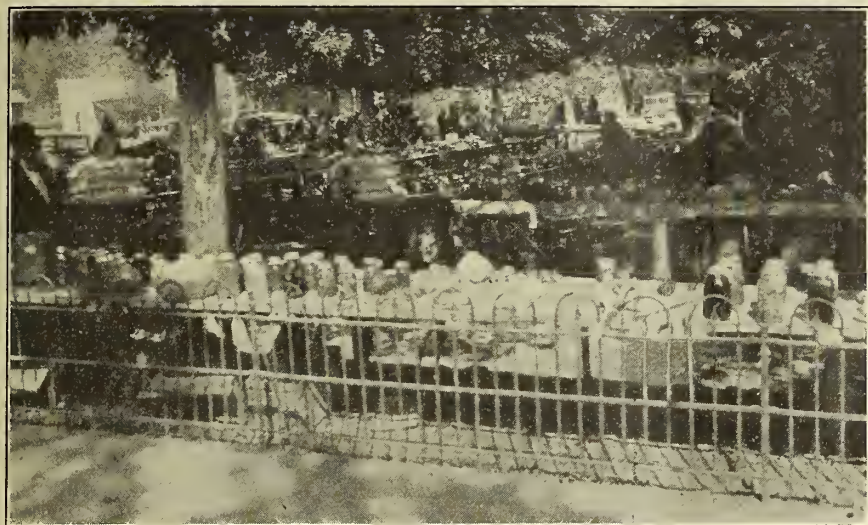
4. Can, preserve, dry, and otherwise prepare to store winter food supplies.

5. Can poultry and other meats at times when supplies are cheapest.

6. Provide supplies of cured pork and pork products.

7. Provide milk and other dairy products produced mainly from home-grown feed.

(Continued on page 6)



Food festival at McKee, Jackson County, Ky. This mountain county received Red Cross aid in 1930, but was able in 1931 to send large gifts of food supplies to other areas

or apartment for rent or sale could fix his own price.

Within a short time a great change has taken place. Multitudes of houses and apartments in the cities are now vacant. Doubtless many former city workers are now living on farms, either as actual farmers or subsisting with relatives until business improves.

Additional thousands out of jobs have no farms to go to, nor have they any relatives on farms with whom they may subsist.

Both the unemployed and those who have gone to farms were a short time ago customers for the farmers' products.

The prices for farm products have been low since 1921, but the movement from cities to farms by thousands and the tightening of belts by other thousands have resulted in increased surpluses and the further reduction in the price of farm products. We have figures to show that aggregate farm production has not increased in the last two or three years, but the surplus appears to be worse and it seems reasonable to assign the cause to the reduced-consumption suggestion above.

What are farmers doing about it? Many of them understand that increased production would further aggravate price declines and that the solution of their

and interest. There are other needs for cash that can be reduced materially and alert, intelligent farmers are seizing the opportunity to reduce them. These are production costs and cash expenses for human food and livestock feed. Great importance has been given at all times by the extension service in Kentucky, as in other States, to diversified production



Farm and home festival at Quicksand, Ky. This is the mountain substation of the Kentucky Agricultural Experiment Station and is a rallying point for the whole mountain area

Twenty-three Years of County Extension Work

AMONG THE early pioneers in extension work was Zeno Moore, of Edgecombe County, N. C., who, 23 years ago, began his work as county agricultural agent on the principle that his job was "First, know that I am right, then get somebody to do it." Here is his story in his own words.

Edgecombe County was one of the first in North Carolina, and the first in the eastern part, to make appropriations for farm demonstration work. I was its first agent, so had to have something to show my people as well as something to tell to others. My instructions from Doctor Knapp were "Stick to fundamentals and help in things in which they are interested." That meant cotton and corn. Per-acre yields in both were distressfully low. Soils were depleted and both implements and methods of cultivation crude and antiquated. Seed stock in both crops was very poor, so that meant poor quality as well as low yield.

So I went over the county and got 26 men from different sections to sign an agreement that they would each take at least one or more acres, measure the land, prepare and plant to one of these

crops, and cultivate, all to be in accordance with instructions prepared for that crop by Doctor Knapp, subject to such modifications as I might recommend. Beyond all, they were to keep a record of every item of expense and to measure results in the presence of their neighbors or other interested parties.

These demonstrations were both profitable and satisfactory and gave me the confidence of my people. The next step was soil-improving crops, livestock, and poultry as time went on. In 1910—my first year—I found only three farmers that had ever grown soybeans. Two of these had got poor varieties and quit them. Now, I think 95 per cent of the farmers grow them, and some grow several varieties. Clover and vetch were known on very few farms, and lespedeza and velvet beans not at all.

At that time 1-horse plows were still the only ones in use. A farmer thought he was "out o' luck" if he did not have as many men as he had mules to plow. One of the conditions that year was that land was to be broken with 2-horse plows.

From that time on we have added one thing at a time. Cooperating with Dr. R. Y. Winters, seed specialist, at the State College, we were able to get some seed-improvement work started with farmers which culminated in the Edgecombe Seed Breeders Association. It is generally conceded that the quality of cotton alone has been improved 30 per cent in the county by this work.

Then all we knew to do with sweet-potatoes was "eat 'em quick or let 'em rot." Now we have 24 farm storage houses.

Then we lost more hogs from cholera than we saved. Then we had cattle ticks. Now we have no ticks and hog cholera and tuberculosis of cattle are both well under control and the means of control well understood by all.

I have worked on the principle that my job was, "First know that I'm right, then get somebody to do it."

The Live-at-Home Program in Kentucky

(Continued from page 5)

8. Maintain a poultry flock sufficient at least to provide for the family, preserving eggs for the seasons of low production.

9. Provide meal and flour from home grain where mills are within reach.

10. Produce feed for livestock, as far as possible, on the home farm.

Numerous other items are, of course, included in the program, but those given show clearly its nature. It should be understood that printed and mimeographed instructions relating to various parts of the program are furnished, largely through county extension workers. The different parts are incorporated into community and county plans of work at the time of building the program, and much importance is attached to the proper training of local leaders to assist with these programs.

It might seem that a program such as has been indicated would have been automatically adopted on most farms, but surveys quickly revealed that this was not done. During the time in the late winter and early spring of 1932 when Government loans were being made to farmers for seed, fertilizer, and the like, the facts associated with 1,000 consecu-

tive applications were tabulated. This tabulation revealed that among the 1,000 applicants 22.6 per cent had no cows, 47.8 per cent had no hogs, and 10.1 per cent had no chickens.

Survey of Products Bought

A survey in a distinctly rural county recorded data from 20 of the 71 merchants of the county. These 20 merchants sold \$41,969 worth of bacon, lard, butter substitutes, beans, potatoes, apples, and canned goods, all of which might easily have been produced at home. The survey might have been extended to all 71 of the merchants but would only have enlarged the picture.

It has been persistently shown that the outlook for more profitable marketing of increased farm products is not encouraging but that the farm home is an ever-present profitable market to the extent of its needs for food products.

Results of the live-at-home campaign in Kentucky have been gratifying, especially in such matters as the production and preservation of fruits and vegetables, as evidenced by the fact that in one town the sale of containers increased from 8 carloads usually sold to 22 carloads in 1931.

Extension workers have been aided greatly in promoting the live-at-home

program by the use of such agencies as the radio and the press. In the local work, many existing organizations have been found willing and able to lend valuable aid.

THE INTENSIVE live-at-home campaign in North Carolina of the past three years was celebrated on December 16 when about 400 newspaper men of the State gave a dinner to the governor of the State using only home-grown products. Turkey, oysters, clams, mushrooms, turnip salad, sweetpotatoes, corn bread, and many other good things were served, all grown in North Carolina except the coffee and spices. Governor and Mrs. Gardner and Governor-elect and Mrs. Ehringhaus were the guests of honor. A statement was inserted in the program showing that the live-at-home program has been worth \$55,000,000 in cash to the State in increased food and feed production over 1929. Both Dean I. O. Schaub, director of extension, and Mrs. Jane McKimmon, State home demonstration agent, supplemented this statement with brief reports on the progress of the campaign. This dinner was in return for a similar dinner given by the governor to the newspaper men when the live-at-home campaign was launched.

New Jersey Meets the Home Situation

MARION BUTTERS

Assistant Director, New Jersey Extension Service

IN ORDER that the extension staff in home economics might be able to approach its responsibilities with the right perspective, the theme of the spring conference of 1932 was The Economic Aspect of the Family. The program was planned with the intent of bringing specialist and agent into a more sympathetic understanding of the present economic situation as it is affecting the homes in New Jersey. The next step was to think in terms of the problems of these homes and the procedure of the extension worker in helping the home maker meet these problems with the knowledge that the present economic situation will continue probably over a rather long period of time.

The background for each day's discussion was given by the farm-management specialist. With the history of economic trends and the contributing causes of to-day's unrest well in mind, it was more nearly possible for the whole group to think of the people who are compelled to make certain readjustments in their living. During years of plenty the New Jersey home maker has had money to do with; she has had things which she had never enjoyed before, and many of her ambitions and desires were realized. She now faces the fact that necessities have to be met with much less than she has had at her disposal in the past. In other words, the whole program of living must be changed, and if the Extension Service is going to be of value it must adjust its program to these new conditions. It became evident that, just as in the case of the extension worker, the home maker herself must try to understand the situation and her problem relative to the demands upon her income. The agent, specialist, and supervisors, in order to measure up to the responsibility of the service, must be leaders in this kind of thinking, and they must help to create constructive attitudes toward these problems.

Analysis of Situation

In analyzing the State situation definite information became available in answer to such questions as "What are the conditions in the homes in your county? To what extent have incomes been reduced? In how many homes have incomes been cut off altogether? In what respects and in what directions can adjustments be made? What must be

taken into consideration in making these adjustments?"

The discussion of such questions helped to divert the minds of the group from any preconceived subject matter or project to offer as a remedy until more of the real problems became known. The program was an effort to force the members into home situations and needs, and to compel the same analysis and thinking which the home maker is forced to do when she finds herself confronted with real problems and limited resources.

In preparation for the conference discussion the staff was divided into committees, each to study a definite phase of the home problem.

In so doing, numerous contacts were made and also studies of family situations and needs. After the apparent needs had been stated and clarified by discussion, the committees representing the different home interests had an opportunity to make suggestions as to the adjustments which might be possible. These, then, were brought into a coordinated whole and studied with reference to their adequacy in a given home.

Home Makers' Program

This study and discussion emphasized the important point that any program to be worth while must be not the specialists' and agents' program but one in which the home makers themselves participate. Illustrations were given showing how the study of home situations can be made also through contacts with representative organizations, such as the county advisory committees, the local community committees, parent-teacher associations, women's clubs, granges, relief organizations, and 4-H clubs. Generally, throughout the State families find themselves in a serious financial situation and one of two things becomes imminent. Either people can not meet their obligations or money for living costs must be greatly reduced. Every phase of home-making interests must accept some sacrifice, and the adjustment becomes a question of relative values.

The first essential in maintaining the health of the family is adequate food and nutrition. Helping home makers of all classes with this problem so that standards may not be sacrificed was never more necessary than at this time. The service, then, must use every method in emphasizing the possibilities of appetizing, satisfying meals at little expense.

This is being done through the press by the publication each week of low-cost menus, which carry in addition to suggestions for food combinations grocery lists and recipes. All ages of individuals are considered in these outlines. In addition to the publication of these suggestions in 100 papers throughout the State, they are available in mimeographed form to any citizen through the county extension office. Demonstration meetings on a county or district basis, as well as in communities are featuring this theme. The food supply of the farm family can be augmented by a home garden or a better one. A good deal of emphasis is being placed upon the privileges and possibilities for good food in the farm home from this source. Where the fresh product is accessible, canning is already part of the home makers' and the 4-H club girls' program. Food buying, selection, and preparation groups are being conducted in every county having the service.

Not a small part of the agent's time is given to cooperation with emergency relief organizations. Food lists for families of different sizes, ages, and nationalities are of assistance in helping individuals keep up health and morale. Demonstration meetings have helped in some places to make these food lists more usable.

Maintaining a neat and attractive appearance is of importance to one's well-being. With little or no money to spend for new garments or materials, the service is called upon to give demonstrations and lectures, and to conduct clinics to assist women and girls with problems in planning clothes for all the family, the cleaning and repair of garments, renovating, and remodeling. The club girl and her mother are both active participants in these programs. Relief organizations have found the service useful in giving cleaning demonstrations and also suggestions for the adaptation of adult clothing to the needs of young children.

An increasing number of requests for service in home budgeting with suggestions for "diversions of the family income" has led agents to work with key women who later may serve as leaders of discussion groups. The interest of the whole family group is centered on this problem, and while the more urban woman is particularly concerned the rural woman is asking for assistance also.

(Continued on page 15)

Presenting the Outlook in Porter County, Indiana

During the past year, Indiana has increased the efforts to get usable material on the agricultural outlook into the hands of the farmers through the county agents and local leaders. A film strip carrying 42 charts, together with a 17-page syllabus explaining each chart, has proved of value. A series of leaflets discussing in simple terms each commodity of importance in the State has been made available, and every help is given in supplying material to be used as a basis for news stories or in training local leaders. Stewart Leaming, of Porter County, gives the following account of his experience in getting outlook facts before the farmers of his county.



Stewart Leaming

THE PORTER County (Ind.) Farm Bureau included in its program of work for 1932 the selection of a committee on agricultural economics to present at township meetings and through the press timely information upon market trends and changes as a guide to orderly production and marketing. Three men were appointed for the county committee and 3 in each of the 11 organized townships. Arrangements were also made whereby the township committees might have 15 minutes at each farm bureau meeting for presenting reports on the current agricultural situation. The members of the county committee first went to work with the county agent.

For three evenings we lit up our pipes and went over the data carefully. Each chart came in for its share of discussion. When no one could offer a satisfactory explanation of the data presented or the data did not seem to apply to local conditions, the data were discarded. Enough material was left for practical purposes. The committee discussed the United States Department of Agriculture Outlook Report for the current year, the outlook report for Indiana, the outlook charts on commodities produced in the area, the current issue of the Agricultural Situation, and the farm business summary for the section prepared by the Farm Management Department of Purdue University.

Popular sources of material were emphasized. The feature stories carried in nearly all farm magazines after the outlook report was issued were used rather than the more technical presentations of official documents. Each committee, both county and township, also received the Agricultural Situation and was placed on the list to receive the special market reports of commission associations as well as the Livestock Producer. Twenty-two attended the district outlook conference.

The committee found the film strip, Economic Information for Indiana Farm-

ers, and the syllabus which accompanied it from the State office a satisfactory outline. When the first township meetings were held a county committeeman or the county agent assisted each township committee in putting on a talk and showing the film strip.

The next month, the time for the township committees to present their reports on current conditions, rolled around. In general, those who had access to magazine articles for material did very well. Some who used the Agricultural Situation presented an intelligent report on the outlook for a single commodity. Others using this source found themselves unable to digest the contents. Those who studied market reports fared somewhat better. It was evident that the local men would need plenty of encouragement. I made it a point to talk with these men after any meetings at which I happened to be present and to send others clippings or articles which might be of interest before they were to appear on programs. As the season advanced a number of the men began to master the subject. Others lost all interest, largely from the fact that they had no special liking for the subject or because of inability to master it. One interesting thing to me has been that a number of the men have been carrying their copies of the Agricultural Situation around in their pockets. After a talk and the meeting is adjourned it is not uncommon to see a little knot of farmers gather around the speaker. The leaflet will come out of the pocket and a discussion of its contents started. I have seen the same thing happen on the street or in the store or other places in which farmers congregate. More of us are stimulated to action through informal discussions than set speeches.

What has been accomplished? We have made a start, which is something. The county committee has been stimulated to a study of the entire subject on the outlook. About one-half of the 33 township committeemen have given the matter considerable thought. In private conversation these men have given instances in which they used out-

look information in planning their own operations. Several hundred farm families have known for the first time that there is an organized effort upon the part of the United States Department of Agriculture, the experiment stations, and the extension service to develop and present information which may prove of value in planning farm operations. To what degree this information has been used I am not yet in a position to state. I am convinced, however, that as a result of the work of these committeemen there has been more of a tendency for our farmers to read the outlook reports appearing in our papers and to listen to the reports being broadcast over the radio.

The advantages of local leaders in this project are, first, the training that the leaders themselves receive; second, the multiplication of effort to accomplish a result; third, making people feel that the material has a practical importance because their own people present it.

In addition to the use of local leaders, County Agent Leaming prepared a continuous series of good news stories for the local papers to reinforce his outlook program. For example, in the dairy industry, the facts brought out at an outlook meeting or any new piece of information were utilized in such stories as "Dairy output exceeds that of last year"; "Dairymen advised to meet lower prices with home-grown rations, balanced"; "Dairy cows of 10,000 pounds capacity pay"; and "Northwest Indiana dairymen fared better than those of any other areas."

THE YOUNG people at Captain Cook, Hawaii, held a meeting and elected officers. After the meeting the club called on Arthur Greenwood, owner of a large ranch, and leased 5 acres of land from him. The club intends to start a small cooperative association. They will clear this piece of land, plant fruits and vegetables, and sell the produce cooperatively. The land was selected by the county extension agent, the poultry specialist, and the members of the club.

Advantages of Marketing Wool Cooperatively

SOL MAYER

President, National Wool Marketing Corporation

I AM PLEASED to have this opportunity of reaching the Extension Service of the United States Department of Agriculture, as its representatives have been most helpful to the cooperative movement in every section of the country. We realize that the education of the producers to a better understanding of the principles underlying cooperative efforts is a life job, which can never be allowed to lapse. No one is in better position than our agricultural advisers to carry on this work.

I count among the most important achievements of the National Wool Marketing Corporation the following:

1. It is now possible for the hundreds of thousands of farmers who run small flocks of sheep to market their wool at its value. Approximately one-third of the country's wool clip is produced in the so-called fleece-wool sections. Some of this wool is among the choicest produced in the United States. The only outlet heretofore has been through speculative channels and, as these small clips have had to pass through several hands before reaching the manufacturer, the cost of distribution has been very great. Furthermore, an average fixed price has been paid in such sections, little preference being given to choice clips as that might tend to raise asking prices for the less desirable clips. The National grades all fleece wools into large commercial lines so that each individual lot can enjoy the same advantage in the market as the large clips from the West and be sold on its individual merits. This, I think, is the greatest achievement of the National to date.

2. The National has tried in every conceivable way to stabilize the markets in all producing sections. From this labor nonmembers have profited, in that they have been able to market their clips through private channels at higher prices than would have been obtainable without the competition furnished by the National. This, nevertheless, has been beneficial to growers who market through cooperative channels. It has prevented, to a considerable extent, bargain-counter sales which would, naturally, tend to demoralize markets in distributing centers. Many growers in the West were able this year to market their clips at advances up to 50 per cent over prices obtainable at shearing time by following the advice of the National, and the fairly strong prices now prevailing in distributing cen-

ters are largely the result of the National's efforts in this respect.

3. During May and June, this year, our home markets had reached their lowest level since 1896. The protective tariff of 34 cents per clean pound was entirely ignored. Fearing that still lower levels might be reached, the mills refused to anticipate future needs and the markets came to a practical standstill. Late in July signs of approaching im-

prices, asking 50 cents for choice warp selected 12 months' Texas wool, and correspondingly higher prices for other grades. At that time comparable foreign wool would cost, landed in Boston, duty paid, approximately 14 cents, clean, more than our asking prices for Texas wool, so that competition from abroad was out of the question. These moves by the National have contributed more than anything else to the higher wool prices now being realized, and it will be the policy of the National to mark up its asking prices again as fast as conditions permit.

These conservative steps by the National Wool Marketing Corporation have received the hearty approval not only of the private wool trade but of the mills who in years past have suffered severely from declining wool markets.

Benefits to Growers

In many other ways the National Wool Marketing Corporation has been of great benefit to growers in every section. Through preshearing loans it has helped many growers to pull through hard winters and the hardships resulting from abnormally low prices for their products. It has furnished reliable market information, obtainable through no other sources. It has posted the growers as to conditions of supply and probable demand and has rendered a variety of services too numerous to mention. Each clip is carefully examined upon arrival and the growers are then advised of their contents. Suggestions for improvement of their clips are offered.

That the National has proved its value to the wool growers of the United States is hardly open to question. We have experienced a constantly declining market since 1925, and as wool now is not yielding the cost of production we can reasonably expect gradual improvement. The next few years, if history repeats itself, should firmly establish the value of orderly marketing.

My hope is that the growers everywhere may see the wisdom of building strong cooperative associations in their respective fields. They must take an active part in promoting this movement, as otherwise it can not succeed. The office of the cooperative manager should serve as a common meeting place for the members and for the dissemination of useful information. The National Wool Marketing Corporation can not carry on



Sol Mayer

provement began to appear and in August a buying wave came suddenly and unexpectedly. It was evident that confidence in values had returned. At first prices obtainable were deplorably low, but during the week ending August 13 the National took the lead in advancing its asking prices 5 cents per clean pound, which represented an advance of a full 15 per cent above what had, up to that time, been current market. Some wool was sold at these higher values, and it can be stated in fairness to Summer Street wool houses that they generally followed the National's lead in advancing their prices. During the week ending August 27 the National again advanced its prices up to a point fully 30 per cent above the lowest point of the market three weeks previous. Wool prices had declined 37 per cent between January and July, 1932, so that this new advance by the National regained all but 7 per cent of this loss. During the week ending September 10 the National again marked up its

a regular correspondence with 35,000 individual members, because this would be too costly an undertaking. The 28 cooperative associations which are the exclusive stockholders of the National Wool Marketing Corporation must be depended on to keep their members informed on all matters affecting their industry. I urge the growers everywhere to help build strong cooperative units.

The Federal Farm Board furnished the money required for the organization of the National Wool Marketing Corporation, and has made its operations possible. In this it has been most generous. All reasonable requests have met with prompt and courteous consideration. The board has never interfered in our selling policies but has been insistent on capable management required by the agricultural marketing act.

Marketing System

By following such business practices as time and experience have proved to be correct, I feel sure we shall develop a marketing system for wool better than any heretofore in vogue and one that will meet with the approval not only of the growers themselves but of the consuming public as well.

Elimination of waste in distribution of agricultural products is essential to the welfare of the industry. A saving in the costs of distribution will result in increasing the buying power of the producer, and thereby furnish employment to the industrial worker who is, in the end, the principal consumer. In this effort I feel that the National Wool Marketing Corporation is playing its part.

Views on Corporation

Albert W. Elliott, active head of Jeremiah Williams & Co., which until 1931 was one of the largest wool houses in the United States, is well known to all wool-growers and recognized throughout the wool trade for his ability and wide experience. On a recent visit to Boston I asked Mr. Elliott if he would care to express, for publication, his views regarding the National Wool Marketing Corporation and its operations. I quote from his letter to me, as follows:

"The creation of the National Wool Marketing Corporation, under the auspices of the Federal Farm Board, in the winter of 1930, was viewed with grave alarm by most of the so-called independent wool trade.

"In the spring of 1930, after the decline in wool prices that had taken place ever since 1925, no one anticipated the further serious decline which eventually occurred. However, the market con-

tinued its downward trend, with the result that the advances made in the spring and summer of 1930 turned out to be too high.

"In the two succeeding years, 1931 and 1932, the western operations of the corporation were conducted in a conservative and businesslike manner, and in the year 1932 might even be characterized as ultraconservative.

"On the selling end, in each of the three years of its existence, there has been little to criticize in the corporation's methods of operation. While during these three years the tendency of wool prices along with the prices of all agricultural (and other) commodities was downward, at no time during this period could the corporation be fairly accused of selling methods or policies that tended to accelerate the decline, and it might be stated with equal fairness that, on the contrary, during most of that period their selling policies tended to retard the decline. A fair proof of this is that at the approach of the new clip in both 1931 and 1932 the corporation held more rather than less than its share of the preceding year's clip carried over. The arresting of the long decline and the subsequent rise in price that took place in the late summer of this year was largely due to the constructive policy of the corporation.

"Prior to the formation of the National Wool Marketing Corporation, several large houses had retired from the wool trade, and the domestic production of wool had greatly increased. In my opinion, in the years 1930, 1931, and 1932, with the withdrawal of capital and personnel that had taken place, to have handled the clips of those years without some such instrument as the National Wool Marketing Corporation to take up the slack, would have been extremely difficult. Looking backward, I think many of the independent dealers have come to the same conclusion.

"The attitude of the independent trade toward the National Wool Marketing Corporation of late has undergone a decided change. The independents realize that the cooperative movement is here, and in all probability is here to stay; that, forgetting the mistakes of the summer of 1930, during the rest of the period of its existence, the corporation's business has been conducted both in the West and in the East in a manner that does not lay itself open to any serious criticism; that in times of stress its influence has been distinctly stabilizing, and they realize that they, the independent dealers, as well as the growers, are and will be better off with it in existence than without it."

New 4-H Radio Series Outlined

A new series of national 4-H radio programs has been arranged for 1933 which will feature the central theme "4-H club work has educational value." Beginning with January 7, 1933, each program will include talks by 4-H club members, local leaders, and supervisors, parents of club members, and others which will contribute to the development of the central theme. The more important aspects of 4-H club work that affect the education of the club member will be explained. The series will include discussions of the following general topics: January 7, Organizing the 4-H Club; February 4, Conducting the 4-H Club Meeting; April 1, Formulating the 4-H Program; May 6, Project Instruction; June 3, Summer-school Instruction; July 1, 4-H Camps; August 5, 4-H Tours; September 2, 4-H Demonstrations and Judging; October 7, Educational Rewards of 4-H Club Work; November 4, 4-H Achievement; and December 2, 4-H Leadership. No program has been arranged for the first Saturday in March, which falls on Inauguration Day.

The national 4-H music achievement series, which is broadcast for a half hour during each monthly program, will include some of the more important compositions of the world's great composers. Schubert, Mozart, Mendelssohn, Wagner, Beethoven, Verdi, Liszt, and other equally great composers will be represented. The music will be played by the United States Marine Band, and interesting and instructive facts about the music and the lives of the composers will be given by Ray Turner. Many States are making plans for active participation in the 1933 4-H music achievement test.

The national 4-H radio programs are arranged cooperatively by the State extension divisions and the United States Department of Agriculture. They are broadcast from 12.30 to 1.30 p. m., eastern standard time, on the first Saturday of each month over a nation-wide network of 56 stations associated with the National Broadcasting Co.

REDUCTIONS in farm living expenses ranging from \$150 to \$300 were made last year by farm families who raised gardens in connection with the North Dakota home makers' club garden-nutrition program. These valuations were placed on the gardens by the owners, reports Grace DeLong, State home demonstration leader.

Launching a Home Demonstration Program



Welcoming the home demonstration agent to the farm home

LESS THAN a year ago home demonstration work came to Rappahannock County, Va. The opportunity for starting a home demonstration program came unexpectedly both to the State extension workers and the women of the county. The event which started the ball rolling was a gift of \$1,000 given to the women of the county to improve living conditions, especially among the mountaineers. The women leaders in the county considered home demonstration work and with the consent of the donors decided to invest in it. The State readily agreed to add the necessary amount to bring a home demonstration agent to the county, and Mathilda Garner came to Rappahannock with one year to win a permanent place for home demonstration work.

Extension work was no new thing to the people. For 10 years able county agricultural agents had not only won the respect of the farmers in their extension programs but had trained many of the younger men in the county as 4-H club members. The women knew of this work and were eager to receive their share of the extension program.

The county is an agricultural county with apples as the principal crop. Prosperous orchards and many fine old colonial homes are seen in the valley, but here and there narrow dirt roads wind up to the small mountain farms and the homes of the mountaineers. Some of these roads go through creeks and over rocks which tax even the driving ability of a home demonstration agent.

The problem with the mountaineer women as Miss Garner saw it was to first win their confidence and then to induce them to undertake home demonstrations. She decided to win their confidence through the children and as a starter organized a food-for-health club in one of the larger mountain schools. The teachers were interested and agreed to assist with the club. More than 60 children joined. The first meeting for women was an illustrated talk for both the children and their mothers on packing school lunches. Many of the women came down to the schoolhouse for the lecture demonstration and appeared friendly and interested. The teachers noticed a great improvement in the chil-

ment contest was organized with 38 enrolled. Many of the women lived on mountain farms and were rather inaccessible but they were all visited by the home demonstration agent and most of them made some improvement in their kitchens. There was not much money spent, but much more convenient kitchens resulted. The women made cabinets out of old boxes, kitchen tables, tea wagons, and transformed old tin cans into gayly painted storage cans. They also stenciled curtains which they made out of meal sacks, and one woman made a very serviceable sink out of a gas tank salvaged from an old automobile.

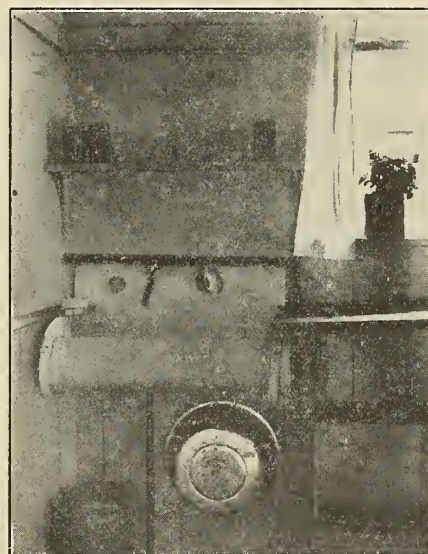
As a working basis, a chairman was appointed for each of the eight neighbor-



Mountaineer mothers came down to the schoolhouse to discuss school lunches with the agent and the young mothers of the 4-H food-for-health club

dren's lunches after this first meeting. When the food-for-health club took part in the achievement day program in November a number of the mothers came down to see it. They were mountain women who seldom attend meetings in town but came with enthusiasm to celebrate the achievements of their children. They are now cordial in inviting Miss Garner into their homes and are interested in a program of their own next year.

When the program was planned home gardens seemed to be one of the things most needed in the county. The gardens were planted but drought and unseasonable weather played havoc with them. Undiscouraged, Miss Garner turned to another project. As she visited the women in their homes she found them much interested in kitchen contests which they had heard about in other Virginia counties, so a kitchen-improve-



A sink made from an old automobile gas tank added to the convenience of this farm kitchen

hood groups of women. Last year most of the meetings were devoted to the kitchen-improvement work, food preparation and preservation, chair caning, and some work on hooked rugs. These clubs are organizing this year with a president, vice president, secretary, and two leaders. Representatives met with the agent in November in a county planning meeting to select the program of work for 1933. Foods preparation in relation to meal planning was chosen as the major project, with clothing, vegetable gardening, or house furnishing as minor projects for the county. Each community club has also appointed a committee to plan the club programs for each month. "The importance of strong committees can not be overemphasized. It means more definite planning and it means the giving of definite tasks to the women themselves," says Miss Garner.

The results which Miss Garner and Belle Burke, the district agent, feel have been accomplished by one year of home demonstration work in Rappahannock County are: The leading women in the county have become vitally interested in the program; the women of the county are organized to make practical suggestions for their own plans for next year and to carry them through with the advice and help of the home demonstration agent; convenient beautiful kitchens are something to be talked about in Rappahannock County, and the interest is spreading to other phases of home improvement; contacts have been made with the mountaineers, which will make it possible to go into their homes next year and put on a definite well-rounded live-at-home program.



NEW cooperative home for girls which is being sponsored by the university 4-H club. It houses between 25 and 30 young women students enrolled in the University of Arkansas College of Agriculture.

National 4-H Club Radio Programs

12.30 to 1.30 p. m., Eastern Standard Time

Saturday, January 7

Helping our 4-H club to organize.....4-H club boy from Connecticut.
Why I joined a 4-H club.....4-H club girl from Ohio.
Getting new 4-H club members.....4-H local leader from Ohio.
The need for 4-H club work....C. W. Warburton, Director of Extension Work.
The World's Great Composers—National 4-H music-achievement test featuring compositions by Schubert, Mozart, and Berlioz.

United States Marine Band.

Saturday, February 4

What goes on at our 4-H club meetings.....4-H club boy from Tennessee.
Our 4-H club meetings are interesting and instructive.

4-H club girl from Illinois.

How we carry on 4-H club work in Illinois.....4-H supervisor from Illinois.
Educational opportunities that come to the 4-H club member....C. J. Galpin,
Bureau of Agricultural Economics, United States Department of Agriculture.

The World's Great Composers—National 4-H music-achievement test featuring compositions by Handel, Chopin, and Mendelssohn.

United States Marine Band.

A Local Leader for 20 Years



Frank H. B. Heald

THE BOYS 4-H club of Scarborough, Cumberland County, Me., has been a real force in the community for 20 years under the leadership of Frank H. B. Heald, the superintendent of schools. Many of these Maine boys have completed their projects and have taken up work as farmers, teachers, or business men. They know the value of their 4-H training and the inspiration of Mr. Heald. Some of the reasons why this local leader has so loyally supported club work ever since his club received its first certificate back in 1913 are given below in his own words:

"I like to keep in touch with young people, to see them grow and develop. The 4-H club gives me this opportunity which I do not have outside of school hours. I like the reality expressed in club work. Boys and girls actually achieve and make progress by working on concrete projects.

"I have observed that parents actually use more improved practices on the farm and in the home after their youngsters have been in club work. Of course, this is a minor consideration. I say it is minor because I look upon 4-H club work primarily as a means to help build character.

"Records are essential in any business pursuit, and fortunate is he who has this impressed and demonstrated to him while young.

"We have made progress in Maine in inducing club members to 'finish the job.' I know of nothing which is more essential in character building than the development of a willingness to complete a task once it is started. I know of nothing which is more demoralizing than to start many projects and leave them incomplete. Society has always been cursed not by too many starters but rather by too few 'finishers.'

"I have always believed that the way to drive boys and girls from the farm is to make deliberate attempts to keep them there. For this reason, I see a valuable contribution in 4-H club work in broadening the contacts of our young people. Tours, judging contests, county contests, and other activities enlarge the acquaintances and broaden the vision of young people. A good proportion of club members quite naturally come to the realization that they have abundant opportunities close to their homes."

RESPONDING to 42 calls for help in putting up a food supply for the year, Mrs. W. M. Harriss, Brown County, Tex., 4-H pantry demonstrator, reached 29 families in June as her part in the help-others expansion program of the home demonstration clubs of the county.

Bovine Tuberculosis Eradication in Ohio

THE STRUGGLE against bovine tuberculosis has been a long and bitter one but progress has been made. Eight States are now modified accredited areas, four having won this honor in 1932—Ohio, Wisconsin, Idaho, and North Dakota. In the following article Dr. A. J. DeFosset, inspector in charge, Bureau of Animal Industry, who has been with the work in Ohio from the beginning, tells how it was done in that State.

OHIO BECAME a modified tuberculosis-free area on January 1, 1932, meaning that tuberculosis in cattle has been reduced so that it does not exceed five-tenths of 1 per cent in any of the 88 counties in the State.

To accomplish this it was necessary to tuberculin-test and retest 515,181 herds of cattle, comprising 3,959,850 head, and to remove 89,121 which were found diseased. The total indemnity for these diseased animals amounted to \$4,614,950, which was paid to the owners. Of this amount, \$2,622,363 was paid by the State and \$1,952,587 by the United States. It was necessary to retest some of the badly infected herds as many as six or eight times at 90-day to 6-month intervals in order to reduce the infection. Many of these larger and heavily infected herds came under State and Federal supervision for the test earlier under the so-called individual accredited herd plan, which was the forerunner of the area plan that followed and was inaugurated in August, 1923.

Area Plan

Under the individual accredited herd plan over a period of four years previous to 1923 there had been tested 10,096 herds with 153,928 cattle, 4 per cent of which reacted. This plan, although of great value, especially from an educational standpoint, was rather costly and consumed considerable time. It cost approximately 96 cents per head for operating expense, whereas under the area plan later adopted the expense for testing was reduced to as low as 20 cents per head in some counties. Under the area plan it was possible to extend service to a large group of farmers and dairymen who were just as deserving of assistance as the breeder or herd owner who had his herd tested under the individual accredited herd plan. Furthermore, it made possible the extermination of the disease in a shorter period of time with the possible saving of hundreds of thousands of dollars to the taxpayers through curbing the further spread of this infection.

The inauguration of the area plan, while meeting with general approval, nevertheless encountered most bitter opposition in a number of counties. The obstructionists carried their campaign into the committee rooms of the State

legislature with the hope of defeating legislation designed to strengthen the laws for tuberculosis eradication. This, however, was of no avail. Attempts also were made to defeat appropriations by the general assembly and from county commissioners in numerous counties. It appeared that always at the crucial period help came from somewhere to save the day.

Farm Bureau Aids

This help was nearly always organized back home by members of the farm bureau and outstanding breeders and dairymen, usually under the leadership of county extension agents, who have proved themselves ever ready in any emergency requiring prompt and remedial action. On this faithful group of public servants we have been able to rely in the campaign of tuberculosis eradication in livestock. Several years before the Ohio legislature provided in the statutes for the petitioning by herd owners for a test in their county, and before funds were provided by the general assembly toward the payment of operation costs and for indemnity, the county agents of a number of Ohio counties assisted in the organization of farmers and breeders for circulating petitions among them, and then provided the funds for the cost of the work by an assessment ranging from 25 cents to 50 cents per head of cattle owned. Under this kind of a plan more than \$125,000 was raised by subscriptions and made possible the testing of nearly 400,000 cattle before the Riggs law, which provides a means of appropriating public funds, became operative.

Since the modification of the first group of four counties, namely, Belmont, Erie, Henry, and Huron, a 3-year period has already elapsed on 38 of our counties, and this group has recently been retested. The result of this retest enables one now to draw conclusions as to whether or not tuberculosis in Ohio herds has actually been brought under control and practically eradicated. Among the counties in this group which have been selected are some in which the degree of infection on the initial tuberculin test was as high as 24.6 per cent. The infection was as low as 0.024 per cent in some other counties in the group. This gives a fair average group of counties in

the State for an inventory or a study of results which follows:

Results of reaccreditation test in 38 modified accredited counties

	Herds	Cattle	Reactors	Per cent
Initial test.....	110,156	692,659	19,981	2.33
Reaccrediting test after 3 years.....	93,970	696,029	2,634	.38

It will be understood that all cattle in the counties which on initial test showed 1 per cent or more infection were retested until the infection was reduced to less than five-tenths of 1 per cent before the county actually was accredited.

The figures in this table show that tuberculosis can be controlled and reduced to a negligible degree of infection, but it would be unwise to discontinue testing after the county has become modified accredited. The timeworn adage, "Eternal vigilance is the price of success," certainly is true in the warfare on a disease as insidious as is tuberculosis, whether of human or animal type.

The benefits derived by cattle owners and the public are too well known to require detailed discussion. Briefly, tuberculosis eradication in Ohio has been a material aid in marketing surplus dairy cattle. It has also made herds more productive and provided a sound foundation for herd improvement.

Guarding Health

For the consumer of milk and its products, the eradication of bovine tuberculosis has provided increased safety from a health standpoint. This feature of the work has no doubt been largely responsible for the active interest and support of city and town people as well as of the rural population.

It has been my privilege to assist in the organization and testing campaign in the first group of counties starting the work in Ohio, also, the completion of the work in the State, and while the task before me as inspector in charge of the activities sometimes seemed trying and difficult, it has been a genuine pleasure to work with our livestock and farm groups, the agricultural editors, public health officials, workers in the extension service and others of the State university, the experiment station, and the Ohio department of Agriculture.

Twelve Years of Windbreak Planting

IT WAS BLEAK, biting January in Nobles County, Minn. Across the open prairie swept a stinging blast—27 miles per hour, according to the anemometer carried by the extension forester. A few moments later on a near-by farmstead the same gauge registered only $3\frac{1}{2}$ miles per hour. A well-planned, well-placed, well-planted young shelter belt made the difference. These comparative wind gauge readings, together with others like them, provide the “cold” facts upon which is based Minnesota’s windbreak slogan, “It’s not a home till it’s planted.”

Proving that Minnesota farmers are becoming convinced of the value of windbreaks are the more than 60,000 trees planted annually since 1926. In 1930 the total was 90,000 and in 1931, notwithstanding the depression, it reached 170,000, according to Parker Anderson, extension forester, the leader in this work.

Desirable Species Planted

Back in 1920 there was a most discouraging lack of interest in planting, particularly in the prairie region of western Minnesota where the need for windbreaks was perhaps greatest. This was due largely to the many failures experienced by the early settlers in attempting to establish shelter-belt plantings. Therefore, it seemed necessary to demonstrate that trees of desirable species could be grown on the prairies with reasonable success, at the same time demonstrating the proper location, proper spacing, proper selection of species, and proper care of a windbreak.

Accordingly, a cooperative windbreak project was set up by the division of forestry of the University of Minnesota and the Minnesota State Forest Service. The plan was to locate not more than two demonstration windbreaks in each township, the State furnishing the trees at a flat rate of \$1 per hundred to approved farmers who agreed to handle and care for the trees as directed by the extension service.

Cooperative Windbreaks

From 1920 to 1926 approximately 400 Minnesota farmers in 53 counties signed the agreement to establish and maintain cooperative windbreaks, and about 260 were actually planted. In 1926, 253 of the demonstrations were still active. It was one of these demonstration windbreaks referred to above, which tamed a 27-mile windstorm on the open prairie into a $3\frac{1}{2}$ -mile ripple within the farmstead proper.

Since 1926, when the work was taken over by the extension division, a type of

shelter-belt planting has been developed, known as the Minnesota standard windbreak plan. This provides not only protection against the prevailing north and west winds, but also a planting adequate to supply the farm with fuel wood, posts, lumber, and other wood-lot products. It specifies a definite combination and arrangement of trees, the outer rows consisting of rapidly growing species, such as poplar and willow, with evergreen on the inside and the valuable hardwood and nut trees (advocated in southern Minnesota) in the middle.

4-H Forestry Clubs

4-H clubs have been used to advantage in spreading interest in windbreak planting. In 1931 there were 216 4-H forestry-club members. The work includes a 2-year home-nursery project, followed by a third-year project for transplanting the seedlings to their permanent locations. Another, known as the 4-H black walnut project, encourages the planting of walnut and other nut trees. Numerous publications have been issued specifically for 4-H club members, and three 1-act plays prepared.

In 1932 a new kind of planting was begun which promises to increase greatly the interest in windbreaks. This is the planting of shelter belts on country school grounds, not only as a protection to the school, but as a striking demonstration to the entire neighborhood. Six schools in Koochiching County, Minn., planted 12,000 trees. Every tree was of native wild stock, selected from near-by forests. Encouragement and supervision of this work was given through the co-operation of the extension forester, the county agent, local rangers, county superintendent of schools, and teachers.

Getting Schools Interested

The project started with visits to the schools by the county agent and Mr. Anderson who outlined the proposal to teachers, pupils, and parents. The county superintendent sent letters to all school supervisors and directors. A special planting day was selected and the event made a community celebration. The families brought picnic dinners, assisted with the planting, and remained for a program in the afternoon. The whole ceremony was tied up with the Washington Bicentennial observance, and every pupil given a tree-planting certificate from the American Tree Association, Washington, D. C.

The schools have agreed to give the proper care and protection to the plant

ings, and expect to follow up next year with landscaping work, using again wild, native stock obtainable without cost from the surrounding forest areas. This work will again be supervised by the extension forester, county agent, and other cooperators.

Similar effort in Lake of the Woods County this year resulted in the planting of 8,000 trees. Lac qui Parle County, under the leadership of the county agent and the county horticultural society, carried on a school beautification project, involving the planting of about 15 trees on each school lawn.

Interest has also been promoted in windbreak and wood-lot planting through the home beautification project, mainly for women, with which the extension forester has assisted. In 1931, 125 farm women took part.

So satisfactory has the Minnesota standard windbreak plan proved that commercial nurseries of the State have adopted it, describe it in their catalogs and other literature, and list planting stock in accordance with its specifications. Other States have modeled their plans after it, also.

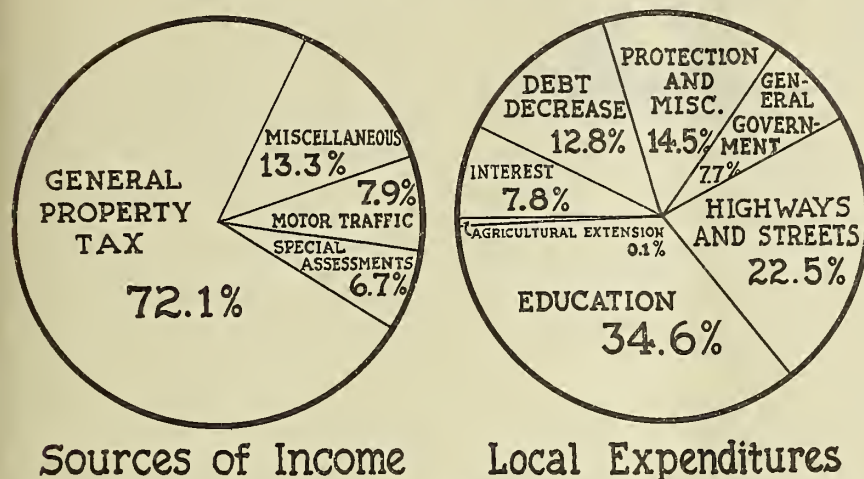
Protection from Snowdrifts

The protection from snowdrifts, afforded by properly placed trees, has attracted the attention of Minnesota railroads. The Great Northern line began a half dozen years ago to plant snow catches along cuts and fills along their right of way to eliminate the use of portable wooden snow fences, which have proved expensive to build and move about, besides requiring replacement on the average every six years. This railroad has proved that better results can be obtained from permanent tree plantings, which, in addition, make their route more attractive to passengers. Section foremen plant and care for these snow catches. Native evergreens have been transplanted and supplemented with willow and caragana plantings, the seedlings for which have been grown by the section foremen in nursery gardens. Mr. Anderson cooperated with the roadway superintendent in working out the plans for the plantings, producing the stock, and caring for the trees.

Thus in many ways are the practical and aesthetic values of windbreaks being impressed upon farmers and the public.

SOIL TESTS for acidity and phosphorus are proving their worth to farmers in Illinois. C. M. Linsley, soils extension specialist, tells us that during the past two years 250,000 acres of farm land were tested by more than 10,000 farmers.

Ohio Studies Tax Facts



A SERIES of five feature articles on taxes and local government in Ohio, illustrated with charts similar to that above, have been sent out to local newspapers in Ohio. These articles were based on a tax survey in all counties conducted by H. R. Moore and F. L. Morison, rural economists for the State University and the Agricultural Experiment Station. Mats of the charts were supplied with each article.

The first article gave a brief summary of taxes and tax expenditures in the 11 counties using the charts illustrated. Later articles discussed the sources of public income and the percentage received from the various taxes, the source and distribution of township, school district, city and village taxes, and the facts about such special taxes as the gasoline tax and farm property taxes.

would have been had each agency operated independently.

In regard to this service Charles F. Cowell, president of the North Carolina Produce Growers Cooperative Associations (Inc.), writes: "During the past three years when North Carolina has shipped 5,500 to 8,500 cars of potatoes. I have estimated at the end of each season, the growers of early potatoes in this State have saved no less than \$100 per car, the general average price we received above what I felt at the time we would have received without this work."

New Jersey Meets the Home Situation

(Continued from page 7)

Certain household furnishings which need to be refurnished can be handled successfully at home. Since many of these add to the comfort of the family, and can be done with little expense, group meetings around these problems are of satisfaction to those who participate.

Not the least important of the staff's activities at the present time are those which deal with parent-child relationships. Study groups are popular; play centers are helpful; and news service and discussion groups are relieving some tension by frank treatment of the emotional effect of the depression upon the family and the challenge in retrenchment.

Effective service is built upon confidence and good will and the opportunity to develop these was never so great. With the opportunity goes responsibility and the extension program in home economics can and is due to become one of the important activities in the interests of society. To be equipped with the facts in the situation is not enough. Extension workers need resourcefulness rather than a fixed procedure. Helping home makers solve the unusual problems of to-day necessitates greater flexibility so that adjustments and readjustments may be made to fit the changing situation.

Potato Growers Study Prospects

THE OUTLOOK meetings in the early-potato section of the East are now in full swing. Fifty-four meetings have already been held—40 in Virginia, 11 in North Carolina, 2 in Florida, and 1 in South Carolina. Meetings in Maryland are scheduled for January 12 and 13. The attendance at these meetings indicates unusual interest in the outlook reports. They are held in cooperation with the interstate early potato committee composed of growers, dealers, representatives from the State agricultural colleges, and others from Virginia, Maryland, North Carolina, South Carolina, Florida, and Long Island who are interested in early potatoes.

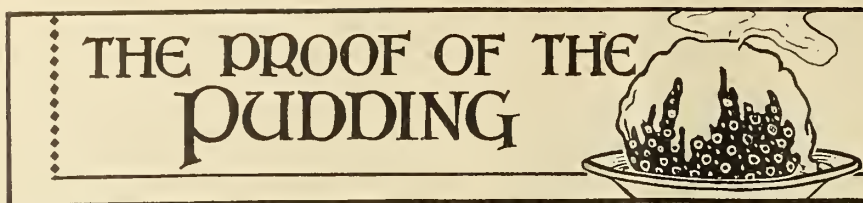
The present outlook indicates that a further reduction in acreage of about 20 per cent would be desirable, and emphasizes the value of economical production through the use of good land, good fertilizers, good seed, and good cultural practices. A study of early potato prospects was made at the October meeting of the committee when the situation was discussed with representatives of the State and Federal Extension Service, farm loan agencies, the Bureau of Agricultural Economics, and growers and shippers.

Last year conditions in the early potato market were discussed with more than 3,000 growers at 59 outlook meetings. A recommendation of a 20 per cent decrease in acreage planted was also made at this time. This made the maximum total acreage recommended 122,100 acres. When the reports were all in, the actual acreage planted proved to be more than 2,000 acres less than the acreage recommended.

The growers, dealers, and business men in the early-potato area are becoming more and more interested in this work and are gaining confidence in its value. Bankers are anxious to consult with the committee as to market and production prospects. Growers come out in large numbers to the outlook meetings and a steadily growing volume of inquiries as to production plans and marketing activities is received in the office of Secretary A. E. Mercker.

Advice and help are also given in coordinating a sound marketing program when the crop is marketed. Last year the marketing program was especially successful in Norfolk, Va., North Carolina, South Carolina, and Florida. The committee members from these States consider prices were higher than they

POPE COUNTY, Ark., will receive \$500,000 from cotton this year, while from cows it will have an income of \$100,000 and from poultry \$150,000. Money will also be received from beef cattle and hogs. This is the first year in the history of the county that livestock has returned as much money to the county as half of the cotton crop, according to W. R. Daniel, county agricultural agent.



THE PROOF of the pudding is in the eating and the proof of extension work is in the use made of it by the individual farm man and woman.

In every county where extension work has been successfully carried on there are examples of the proof of extension work. Hunting them out to get hold of those facts which tell the story is another thing.

In this column a few brief examples of the value of extension work to the farmer and farm woman in different parts of the country are given.

Production Records Save Feed Bill

The situation of low prices and high costs faced an Illinois dairyman of McHenry County. Joining a dairy herd-improvement association, he found that he was feeding an unbalanced ration and feeding too much of it. Upon the advice of the tester, he fed the herd according to the production of the cows and cut his monthly feed bill \$48.58. This savings represented 6,232 pounds of feed.

A Satisfactory Farming Program

The problem of profit on a small farm has been met by Silas Walker, a negro farmer in South Carolina. Just before planting time, he sold almost enough hogs to pay cash for his fertilizer. He entered 12 pigs in a ton-litter contest and sold his corn through these hogs at \$4.5 cents per bushel.

His cash crops are 6 acres of tobacco and 6 acres of cotton worked with the aid of the family. He also plants 18 acres of corn, 3 acres of oats, and has a year-round garden. His poultry flock supplies the family needs and last year brought \$75 in surplus poultry and eggs. Two cows give plenty of milk and butter for the family.

Silas is a 2-horse farmer and owns his land. He has kept up land payments and taxes during the past lean years with this farming program and expects to continue with the advice and help of the local negro farm agent.

Ton-Litter Methods Pay

Ton-litter methods of growing hogs is solving the problem of profit in times

of low pork prices for Ernest Ritter, near Kratzerville, Pa.

Eight purebred Chester White pigs farrowed January 16 were grown to 2,135 pounds at 6 months of age at a total feed cost of \$64.04. These rapid gains made by following the plan suggested by the extension service gave him a return of \$96.08 above feed costs.

Catering to the Market

Verlin Campbell, of Maggie, Haywood County, N. C., has found that grocery stores catering to a select trade will pay him 40 cents a bushel above the market price of Irish potatoes when he produces the so-called "baker" type of potato, and he is cashing in on the idea on his 1,400-acre farm located on Fictop Mountain.

Last year Mr. Campbell sold 400 bushels at the premium of 40 cents above the market price. The remaining acreage is given over to producing seed potatoes of the Green Mountain and Spaulding Rose varieties.

Mr. Campbell's idea came as a result of training given his son Hiram by the local vocational teacher and the county farm agent. Hiram saw the need for growing a supply of seed and of producing something unusual from a market standpoint. He has found that it pays to do something a little different from what neighboring farmers are doing.

New Motion Pictures

TWO GENERATIONS, a 4-reel, silent motion picture has recently been completed for the Forest Service by the Office of Motion Pictures. The scenes were filmed in the central hardwood districts of Kentucky. The subject matter is presented in a story about a young man who has come into possession of the family homestead, which includes a large area of hardwood timber. Through the advice and help of a friend in the State Forest Service he realizes that by applying methods of practical forestry and guarding against fire his woods may yield a steady income. A thrilling forest fire is shown, and there is also an interesting sequence photographed in a large hardwood mill showing some of the many articles made from hardwood.

The film is designed to illustrate the possibilities in cultivating the woodlands and the great need of controlling fires. This picture is available on either 35 millimeter or 16 millimeter safety film.

A short talking picture recently released by the Office of Motion Pictures is a Forest Service film entitled "Forest Fires—or Conservation?" This picture presents Secretary of Agriculture Hyde and Congressman Leavitt, of Montana, in a brief discussion of the importance of conserving forest resources, with special reference to the danger of forest fires. This film is one-half reel in length, sound-on-film recording.

The use of burros as pack animals to carry out the 1-night bedding system of sheep management on national forest summer range is shown in a motion picture just released by the Department of Agriculture. The ease with which the camp equipment is carried and moved by the burros as they graze with the sheep during the day is shown. At noon the packs are unloaded to give the burros a short rest and each night camp is made in a new location so that the sheep need not tramp long distances to fresh

feed. The film points out that this method results in the reduction of camp tending expenses and in heavier lambs and cleaner fleeces for the fall market. The picture is a standard 35-millimeter silent film.

A talking picture of special interest to 4-H club workers, entitled "Payne Fund Students Complete Course" has just been released by the Office of Motion Pictures. This film shows Director C. W. Warburton bidding good-by to Mary Todd and Andy Colebank, the first of the Payne fund students to finish the course of study in the United States Department of Agriculture, and records briefly the outstanding impressions gained by Miss Todd and Mr. Colebank during their stay in Washington. This film, one-half reel in length, sound-on-film recording, is available to extension workers.

These pictures may be borrowed from the office of motion pictures, Extension Service, United States Department of Agriculture, Washington, D. C., on payment of transportation expenses.

· ACROSS · THE · EDITOR'S · DESK ·

The Outlook at Work

CONTINUALLY I am hearing the query, "Where does the outlook get us?" I'm happy to present such a reply as comes to me in the preliminary report on adjustments and results in the early-potato area along the Atlantic seaboard in 1932. A. E. Mercker, secretary of the Interstate Early Potato Committee, produces this record. Last year, with the assistance of county extension agents in the area, the outlook for early potatoes was presented to some 3,000 growers at 59 local meetings. On the basis of the outlook at that time, it was recommended that a 20 per cent reduction in acreage be effected. This meant that not more than 122,100 acres should be planted. The actual acreage planted was 2,000 acres less than that recommended.

Commenting on the returns for the season just passed Charles F. Cowell, president of the North Carolina Produce Growers' Cooperative Association, says: "I estimate that during the season growers in my State have saved no less than \$100 per car in the general average price they received above what I feel we would have received without this work."

So far, so good. Now, as to next year's prospects. The outlook, as the Interstate Committee sees it, calls for a further reduction of 20 per cent in acreage and emphasis on economical production through the use of good land, good fertilizers, good seed, and good cultural practices. What will be the outcome? For myself, I look with a good deal of confidence to what Mr. Mercker's next report will show with regard to the effect of outlook presentation on what the growers in the early-potato area do and accomplish in 1933.

A Community Demonstration

THROWING a stout prairie wind into low gear is no mean stunt. Yet that's what I find Parker Anderson, Minnesota's extension forester, has been doing repeatedly for the comfort of farm families in wind-swept areas in his State. Cooperating with county extension agents he has interested farmers in 53 counties in planting demonstration shelter belts that have made a world of difference in the comfort and outlook of their homes. This year Anderson has added wherever possible to the demonstrations established on individual farms a community demonstration at the school. What was done in Koochiching County tells this new story. Following a conference between the county agent, the superintendent of schools, and Anderson, the superintendent sent a letter to school supervisors and directors outlining the plan. Six schools undertook to plant shelter belts, planting 12,000 trees. In each case, a community planting day was selected. The families brought picnic dinners, assisted with the planting, and remained for a program in the afternoon. The whole ceremony was tied up with the Washington Bicentennial observance and every pupil received a tree-planting certificate from the American Tree Association. Next year, in each community, these wind-break plantings will be supplemented by needed landscaping, using for the most part wild, native stock obtainable at little cost from neighboring forest areas.

Finish the Job

FRANK B. HEALD has been for 20 years a local 4-H club leader in Cumberland County, Me. He has some things to say about 4-H club work influencing boys and girls to finish the job. It's advice that under present conditions all of us can appreciate and in some degree apply. A good many of us have recently returned home to our counties from the annual extension conference. Presumably, we are rather filled up with information, ideas, enthusiasm, and plans. Particularly, I refer to plans. With so many good plans it's the greatest temptation in the world to put them all to work at once. Past experiences should have taught us something, but while we are still under the impetus, shall I say, of the annual conference, we are likely to launch a bigger program than we should—in short, bite off more than we can chew. The urge has never been greater to make a record and to do real things, big things, within our field of work. Neither, in my recollection, have there ever been more obstacles, difficulties, and sources of petty discouragement barring the way to accomplishment. So for consideration I give Mr. Heald's prescription to 4-H club members. He says, "Society has always been cursed not by too many starters, but rather too few finishers. There is nothing more essential to character building than the development of a willingness to complete a task once it is started. On the other hand, there is nothing more demoralizing than to start many projects and leave them incomplete."

Certainly it's no time to let yourself in for being demoralized. I'd shorten sail.


That Personal Relation

W. A. LLOYD calls attention to a pertinent paragraph in the annual report of County Agent J. R. Thomas, of Chaves County, N. Mex., on the relation of the extension agent to the people he serves. Agent Thomas says: "From the limited viewpoint of the local extension worker it seems that his responsibility is gradually increased and will continue rather burdensome through the next year or two. I mean by this the personal attitude which must be taken toward the work. In local extension work where personal friendships have been established or even close acquaintances made, there will be an unspoken demand for commendation and sympathy on the part of the extension worker. Many people are feeling keenly the necessary changes in status of the last few years. From positions of independance their financial status had changed, through no fault of their own, until they are very sensitive on this point. They feel that well-meant sympathy lessens the strain and that any commendation for their accomplishments is their just due. I feel that a local extension worker owes it to his people to be much of a personal counselor to them as well as to service them with technical information. When we stop to think, extension work is spread by our friends, and an increase in friends simply means an increase in the influence of extension work." R. B.


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